



## **Lower profits than in Q1 2007, but higher compared to the second half of 2007**

- Compared to Q1 2007, net sales declined by 3.4% to SEK 1,995M (2,065). Shipped tonnage from Group sites (inventory and service sales) increased by 5.5%.
- Net sales and profit increased compared to the two most recent quarters.
- The service component of tonnage increased to 36.8% (32.8), the highest to date for a single quarter.
- Operating profit was SEK 135M, a decrease compared to the same period in 2007 (173) but a substantial improvement compared to the last two quarters of 2007. Underlying EBITA<sup>1)</sup> was SEK 143M (167) and the underlying EBITA margin was 7.2% (8.1).
- Profit after tax of SEK 93M (126). Earnings per share after dilution were SEK 1.87 (2.52) and underlying earnings per share after dilution were SEK 1.97 (2.43).
- The acquisition of Czechprofil in the Czech Republic was finalized.
- The joint venture with ArcelorMittal in the Swedish thin plate market was approved by the European Commission after the end of the period. Start-up should take place around the first of June.
- The second quarter is expected to benefit from the higher price levels and result in improved profits compared to the first quarter including inventory gains.

1) Definitions, see page 17.

**BE Group**, listed on the OMX Nordic Exchange, Stockholm since November 2006, is one of the leading trading and service companies in steel and other metals in Europe. The company has about 10,000 customers, primarily within the construction and engineering industries. BE Group provides service in the steel, stainless steel and aluminium sectors. The company's sales in 2007 were SEK 7.7 billion. BE Group has approximately 1,000 employees in ten countries in northern Europe, where Sweden and Finland are its largest markets. The head office is in Malmö, Sweden. Read more about BE Group at [www.begroup.com](http://www.begroup.com).

## Market and business environment

The year has begun with continued strong demand in the world market for steel and metals. Order intake has been strong for steel producers, resulting in moderate imbalance between supply and demand. The trend is following a 2007 in which apparent steel use rose by 6.6% to about 1.2 billion tonnes, according to the International Iron and Steel institute (IISI). 2007 was the fifth consecutive year of production growth above 7%. The growth rate in late 2007 was somewhat slower than it was early in the year.

The first quarter of 2008 saw a favourable sales trend in BE Group's markets and reversal of the weak trend in the second half of 2007 when demand fell sharply, especially for stainless steel, and inventory levels rose. There was a moderate increase in average market prices for commercial steel compared to Q4 2007. The downturn in the market price of stainless steel continued, although prices turned upward towards the end of the quarter. The recovery of demand for stainless steel has been slower than expected last autumn.

The demand trend was good in Finland, which was defined by high activity levels in virtually all industrial sectors. The Swedish market did not develop as well as the Finnish market, although activity in the Swedish construction sector was higher than expected. Total tonnage in the Swedish and Finnish markets was higher than in Q4 2007, but lower than in Q1 2007.

Vigorous growth in Central and Eastern Europe was sustained during the period, especially in the Czech Republic and Slovakia, with strong improvements in tonnage. The trend was somewhat weaker in the Baltic countries, especially Latvia.

## Outlook

The world market for steel and metals is expected to remain buoyant in 2008. One sign of this is that the second quarter has begun with high order inflow to producers and higher prices. Additional price increases in the third quarter are possible. The International Iron and Steel Institute (IISI) is expecting growth in global demand for steel to remain stable in 2008. The latest IISI forecast from mid-April is that total demand for steel will increase by about 7% compared to 2007. Demand in the EU is expected to increase by about 2%.

BE Group currently expects demand in Sweden and Finland to remain high. Despite the auspicious beginning to the year, some uncertainty remains, primarily in Sweden, regarding demand in the second half. This is due to the difficulty of assessing the extent to which the recovery in the first quarter is due to genuine growth in steel consumption or

accelerated purchasing based on expectations that prices are going to rise.

Demand is expected to remain strong for the full year in Central and Eastern Europe, especially in the Czech Republic and Slovakia, but as in 2007 a somewhat weaker trend is expected in the Baltic countries. The acquisition in the Czech Republic is expected to enhance full-year growth and profitability in the merged Czech operations.

The second quarter is expected to benefit from the higher price levels and improved profits compared to the first quarter, including positive inventory gains. There is some uncertainty regarding the demand for stainless steel and, especially the alloy surcharge trend.

In the next few years, BE Group intends to sharpen the focus on service to strengthen competitiveness, profitability and growth. This will involve higher investments in processing and new skills to create higher value for BE Group and its customers. Another key ambition – when the opportunity presents itself – is to carry out strategic acquisitions.

## Financial targets

BE Group has five financial targets for operations, which are measured from a 12-month perspective. All targets were met in the last 12-month period except underlying sales growth, primarily due to the weaker trend for total tonnage since mid-year 2007, primarily for stainless steel.

The financial targets are based on underlying earnings and return measurements in order to clearly illustrate the operational trend. Underlying earnings are adjusted for exceptional items and inventory gains and losses (see definitions on page 17). The calculation is based on BE Group's internal model.

The outcomes for growth, profitability and return will be measured over an economic cycle, while capital structure targets refer to a normal situation. Temporary deviations may occur, for instance in conjunction with acquisitions.

Financial targets	Figures	Outcome last 12 months
Underlying sales growth	>5%	Neg
Underlying EBITA margin	>6%	7.0%
Underlying return on operating capital	>40%	56.7%
Net debt/total equity	<150%	66.2%
Net debt/underlying EBITDA	<3 (multiple)	1.1 (multiple)

## First quarter trend

### Group

Higher sales in the first quarter entailed a recovery for BE Group compared to the second half of 2007. Net sales and operating profit increased, yielding a stronger margin compared to the preceding two quarters.

Net sales were SEK 1.995M (2.065), a decline by 3.4% compared to Q1 2007, which was the Group's best ever. The decrease in net sales is distributed between negative price and mix changes of 4.9% and an organic tonnage downturn of 1.6%, primarily attributable to the direct sales channel. Currency effects and acquisitions increased net sales by 1.4% and 1.7% respectively.

The first quarter of 2008 was two selling days shorter than Q1 2007. The organic increase in total tonnage per selling day was 1.6% and tonnage shipped from Group sites rose by 8.9% per selling day. Total tonnage including acquisitions increased by 1.6%.

At SEK 11.58 (12.18), the average sales price per kg was 4.9% lower than in Q1 2007. The downturn is explained mainly by the product mix change, with stainless steel accounting for a lower percentage of net sales. The average sales price was 3.4% lower in the first quarter than in Q4 2007.

The service component of net sales was the highest ever for BE Group at 34.4% (30.1). Service tonnage was even higher, at 36.8% (32.8). The higher level of processing is strengthening the Group's margins, but has less impact on shipped tonnage.

Consolidated gross profit declined to SEK 320M (333) in relation to Q1 2007, resulting in a gross margin of 16.0% (16.1). A favourable change in the mix among distribution channels strengthened the underlying gross margin to 16.4% (15.8).

### Changes in profit, first quarter

(SEKM)	Jan-Mar
<b>Operating profit 2007</b>	<b>173</b>
Reversal of amortization of intangible assets	1
<b>EBITA 2007</b>	<b>174</b>
Inventory gains	-7
<b>Underlying EBITA 2007</b>	<b>167</b>
Changes in tonnage, price, mix and gross margin	0
Overhead costs	-24
<b>Underlying EBITA 2008</b>	<b>143</b>
Inventory losses	-7
<b>EBITA 2008</b>	<b>136</b>
Less amortization of intangible assets	-1
<b>Operating profit 2008</b>	<b>135</b>

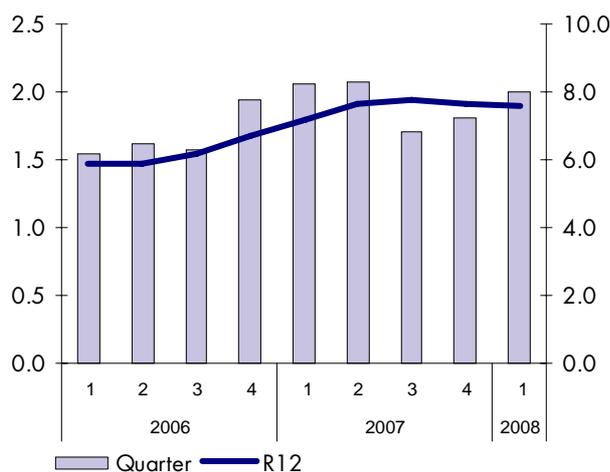
EBITA declined to SEK 136M (174), which was an improvement compared to the preceding two quarters. Earnings were adversely affected by inventory losses of SEK 7M, while the comparative figure for the corresponding period in 2007 included inventory gains of SEK 7M.

Adjusted for inventory losses, underlying EBITA was SEK 143M (167). The poorer outcome is due to lower tonnage, excluding acquisitions, and the lower average sales price, factors that were offset by the stronger gross margin. The acquisition in the Czech Republic has contributed with a positive EBITA for the quarter.

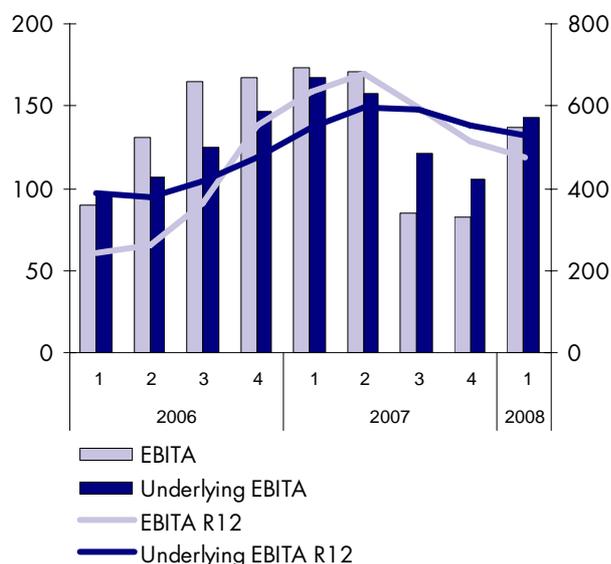
Overhead costs were higher than in 2007, primarily due to wage increases, higher transport costs, additional costs from the acquired company in the Czech Republic, build-up of the corporate IT platform, and increased costs to create additional growth in the CEE business area.

The EBITA margin declined to 6.8% (8.4) and underlying EBITA margin declined to 7.2% (8.1), but the EBITA margin and underlying EBITA margin increased compared to the two preceding quarters.

Net sales, SEK Bn  
Quarter and rolling 12 months



EBITA SEK M



## Distribution trends

BE Group's sales are split into the distribution channels inventory, processed material services and direct sales, i.e. sales of products shipped directly to customers from materials producers. Generally, margins are highest in the more advanced segment of service sales and lowest in direct sales. BE Group is striving to increase the service component of sales by improving industrial skills and investing in production service facilities.

Shipments from Group sites accounted for 86.1% (80.4) of total tonnage in the first quarter distributed between inventory sales at 49.3% (47.6) and service sales at 36.8% (32.8). The service component was the highest ever for a single quarter.

The tonnage share for direct sales has declined progressively and was 13.9% (19.6) for the quarter.

## Commercial steel trend

Sales of commercial steel rose during the quarter in relation to late 2007. Net sales increased by 6.1% compared to the same period in 2007 for comparable units, primarily due to higher prices. Total tonnage increased by 0.3% and the average sales price increased by 5.7% to SEK 9.45 (8.94). Including acquisitions, net sales rose by 8.7% and tonnage by 3.9%.

The share of net sales generated by long products during the quarter increased to 30.6% (27.9) and the flat products share increased to 36.0% (32.8). Overall, commercial steel generated 75.0% (67.4) of consolidated net sales.

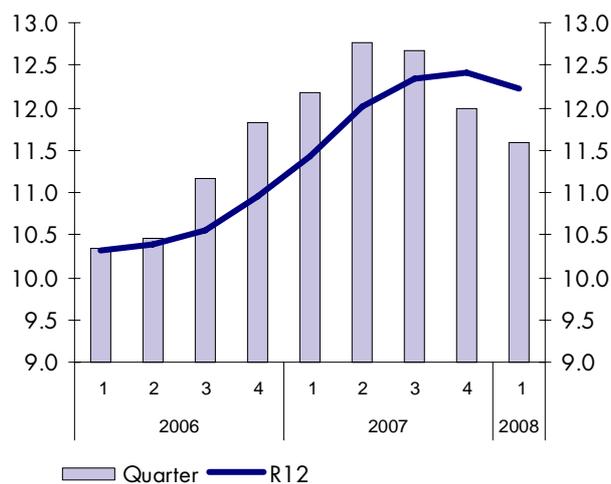
## Stainless steel and aluminium trend

The stainless steel market made a partial recovery in the first quarter after the steep downturn in the second half of 2007. This was in large part due to the less volatile price trend for nickel and other alloy metals. However, the recovery was weaker than expected.

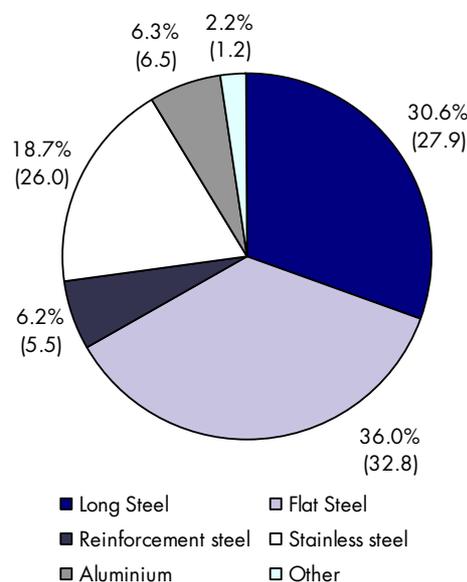
BE Group's sales of stainless steel declined by 30.8% to SEK 372M (538). The percentage of net sales generated by stainless steel declined to 18.7% (26.0). Sold tonnage was 17.3% lower than during the same period in 2007. The decline is primarily due to the direct sales channel. The average sales price was 16.4% lower. Tonnage increased by 7.3% compared to Q4 2007.

The purchase price for stainless steel consists of a base price for the primary steel product and an alloy surcharge set by stainless steel producers. BE Group's prices to customers in the Swedish market are based on the base price and no profit margin is taken on the alloy surcharge. Alloy surcharges with no mark-up accounted for SEK 122M (199) or 6.1% (9.6) of total consolidated sales for the first quarter.

Average sales price (SEK/kg)  
Quarter and rolling 12 months



Main products' share of total sales  
First quarter 2008



The alloy surcharge, which is related to the price of nickel and other alloy metals, is set in arrears after a lag. Starting in 2008, most European producers shortened the lag in connection with setting the alloy surcharge for the bulk of their sales.

Aluminium sales declined slightly in the first quarter to SEK 126M (134) or 6.3% (6.5) of total net sales.

## Business areas

### Sweden business area

Sales in Sweden increased compared to the second half of 2007 but competition intensified, mainly for projects in the direct sales channel. Sweden is reporting sales of SEK 978M (1.124). The decrease of 13.0% is primarily attributable to a 9.1% decrease in tonnage. Shipped tonnage from own sites increased by 1.1%.

EBITA declined to SEK 70M (95), primarily due to the lower tonnage compared to Q1 2007. Underlying EBITA declined to SEK 72 (92). The EBITA margin was 7.1% (8.4) and the underlying EBITA margin was 7.4% (8.2). The poorer margins are due mainly to weaker sales of stainless steel compared to Q1 2007, despite the first-quarter improvement compared to Q4 2007, and higher overhead costs. The trend has been partially offset by higher inventory sales and service sales.

#### *Finland business area*

Sales in Finland increased in the first quarter compared to the second half of 2007, due to high activity in large parts of the market. Finland is reporting sales of SEK 776M (812), a decrease of 4.4% compared to Q1 2007. The decline is primarily related to lower tonnage in the direct sales channel.

EBITA declined to SEK 69M (76), while underlying EBITA rose to SEK 75M (74). The EBITA margin was 8.8% (9.4) and the underlying EBITA margin improved to 9.6% (9.1). The high service component of sales is a factor in the improved underlying EBITA margin. Service sales including materials increased to around 47% of the tonnage, benefiting from new capacity and advanced equipment now up and running, primarily in Lapua.

#### *CEE business area*

The high-growth trend was sustained in most BE Group markets in CEE. CEE is reporting a sales increase of 45.9% to SEK 276M (189), of which 18.2% is related to acquisitions. Total tonnage increased by 57.9%, including 30.4 percentage points related to acquisitions. Particularly strong demand was recorded in the Czech Republic and Slovakia, but the trend moderated slightly in Poland and the Baltic countries, especially Latvia. The service component of sales continued rising on the strength of investments in production service.

EBITA was unchanged at SEK 4M (4). Underlying EBITA was SEK 2M (3). The EBITA margin declined to 1.5% (2.2) and the underlying EBITA margin was 0.9% (1.3). The margin downturn is due to higher wage and transport costs and intensified growth initiatives that will have positive impact on long-term earnings for CEE.

BE Group finalized the acquisition of Czechprofil s.r.o. in the Czech Republic during the quarter. The acquisition resulted in positive EBITA for the quarter despite initial integration costs. The acquisition is described in greater detail in a separate section of this report.

#### **Net financial items and tax**

The Group is reporting net finance expense for the first quarter of SEK 8M (expense: 1) including net interest expense of SEK 9M (expense: 6). This corresponds to 5.7%

(4.2) of net interest-bearing liabilities during the quarter, which averaged SEK 608M (599).

Tax expense for the quarter was SEK 34M (expense: 46), equal to 26.6% (26.9) of profit before tax. The decrease is due to the decline in quarterly profits. Profit after tax was lower than in Q1 2007 at SEK 93M (126). Earnings per share after dilution were SEK 1.87 (2.52). Underlying earnings per share after dilution were SEK 1.97 (2.43).

#### **Cash flow**

BE Group's cash flow increased in the first quarter to SEK 4M (2).

Cash flow from operating activities improved to SEK 59M (8). The improvement is mainly attributable to a reduction in working capital, excluding taxes, of SEK 32M compared to December 31, 2007, but this was offset by high tax payments during the quarter of SEK 101.6M (-18.8) referring to supplementary and preliminary payments of tax.

Cash flow from investing activities was negative at SEK 51M (negative: 6). Cash flow from financing activities was also negative at SEK 4M (0).

#### **Capital, investments and return**

BE Group had working capital of SEK 798M (680) on March 31. The increase compared to 2007 is due mainly to lower trade payables resulting from the ambition to reduce inventory.

Capital tied-up increased due to higher working capital and amounted to 9.5% (7.4), slightly below the figure for the full year of 2007.

Capital expenditures of SEK 51M (6) for the period were allocated as follows: acquisitions, SEK 38M (-); tangible assets, SEK 8M (7); and intangible assets, SEK 6M (-). Capital expenditures in tangible assets refer primarily to reinvestments.

Return on operating capital (excluding intangible assets) decreased to 58.7 % (93.6).

#### **Financial position and liquidity**

Consolidated cash and cash equivalents on March 31 totalled SEK 263M (295). The Group also had unutilized credit facilities of SEK 201M as well as unutilized credit facilities of SEK 500M earmarked for acquisitions.

Consolidated net interest-bearing liabilities were SEK 623M (563) as of March 31, compared to SEK 593M on December 31, 2007. Total credit facilities amount to SEK 1,539M.

Net debt/underlying EBITDA was a multiple of 1.0 (0.8) on March 31.

Consolidated equity at the end of the period was SEK 942M (796) and the net debt/equity ratio was 66.2% (70.7).

## Organization, structure and employees

BE Group's product supply organizations were merged as of January, 2008 into a centralized function managed from the head office in Malmö. The new organization's responsibilities include contract negotiations and developing BE Group's product range. It will also act as a corporate centre of technical and production excellence. The new organization has strengthened BE Group's capacity for coordinated action towards suppliers and streamlined product flows and capital management.

## Contingent liabilities

BE Group has contingent liabilities of SEK 362M, unchanged since year-end 2007.

## Acquisition in the Czech Republic

BE Group AB finalized an agreement in December 2007, to acquire all shares in the Czech company Czechprofil s.r.o. The company was founded in 1996 and does business in the market for both flat and long steel products. Czechprofil has an expansive service business, which is a good complement to BE Group's product range. Total distribution volume in 2007 was about 26,000 tonnes. The acquisition has strengthened the Group's position in the Czech steel market. The merger of Czechprofil and BE Group's existing Czech subsidiary is expected to have positive impact on earnings per share for BE Group for the full year of 2008.

Czechprofil generated net sales of SEK 166M in 2007. Czechprofil's operations are run from three facilities. The company has two warehouses and a head office in Uherske Hradiste and a combined production and warehouse facility in Prerov, where BE Group is already represented. The company has 40 employees.

Ownership was transferred on January 23 and the company was consolidated in BE Group as of that date. The purchase consideration for the shares was SEK 40M and total consideration including acquisition costs was SEK 46M. The acquisition was financed internally and increased the Group's net debt by SEK 81M including net debt of SEK 35M assumed in connection with the acquisition. Adjusted for cash and cash equivalents in the acquisition balance sheet, consolidated cash and cash equivalents were reduced by SEK 38M.

The estimated fair value of the acquired net assets is SEK 16M, which includes intangible assets in the form of customer relationships worth SEK 20M and the

corresponding deferred tax liability of SEK 4M. The estimated useful life of the customer relationships is six years. The surplus value consists of goodwill worth SEK 30M and is attributable to the company's position in the Czech market.

The acquisition analysis is preliminary and will be finalized no later than twelve months from the acquisition date. In BE Group's judgement, if the acquisition had taken place as of January 1, 2008, it would have had marginal impact on net sales and operating profit for the first quarter, excluding amortization of acquisition adjustments.

## Significant events after the end of the period

BE Group entered into an agreement in January to acquire a 50% interest in ArcelorMittal SSC AB. The European Commission approved the acquisition in relation to competition law after the end of the period. The joint venture is expected to start up around the first of June. Through this strategically important step, BE Group and ArcelorMittal are creating a joint venture for processing and sales of thin sheet in the Swedish market.

BE Group will pay the purchase consideration by transferring the thin sheet business in Borlänge in a non-cash issue combined with cash consideration of SEK 15M. The interest in the joint venture will be reported as an associated company in the consolidated accounts using the equity method. The deconsolidation of the existing company will generate a capital gain for BE Group of approximately SEK 50M. The final purchase consideration and final surplus value will be based on the balance sheet as of transfer date.

## Parent company

The parent company BE Group AB (publ) is reporting sales of SEK 9M (6) for the period, consisting entirely of internal Group services. The parent is reporting an operating loss of SEK 10M (loss: 2). Net finance income was SEK 171M (expense: 13). Profit before appropriations and tax was SEK 161M (loss: 15) and profit after tax was SEK 165M (loss: 11). The increase is attributable to dividends received from subsidiaries.

The parent invested SEK 46M (-) in shares in subsidiaries during the period related to the acquisition in the Czech Republic and intangible assets of SEK 6M (-). At the end of the period, the parent had cash and cash equivalents of SEK 223M (151).

## Accounting principles

The interim report was prepared in accordance with International Financial Reporting Standards, IFRS, as adopted by the European Commission for application within the European Union.

The interim report was prepared in accordance with IAS 34 Interim Financial Reporting, which is consistent with the requirements imposed by the Swedish Financial Reporting Board's standard RR 31, Interim Reports for Groups. Please refer to the 2007 annual report for details of the company's accounting principles and definitions of certain terms. The accounting principles applied have not changed.

The company elected early application in 2007 of the new IAS/IFRS standard which took effect on January 1, 2008, IFRIC 11 Group and Treasury Share Transactions.

## Future reporting dates

BE Group AB (publ) plans to publish financial information in 2008 on the following dates:

- Interim report January-June: July 17
- Interim report January-September: October 22

The year-end report for 2008 will be published in February 2009.

Malmö, April 23, 2008  
BE Group AB (publ)

**Håkan Jeppsson**  
President and Chief Executive Officer

*This report has not been examined by the company's auditors.*

The information in this report is such that BE Group AB (publ) is required to make public under the Swedish Securities Exchange and Clearing Operations Act and/or the Swedish Financial Instruments Trading Act. The information was released for publication on April 23, 2008 at 7.30 a.m. CET.

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## Condensed consolidated income statement

(SEKM)	2008 Jan-Mar	2007 Jan-Mar	2007 Full year	Rolling 12 months
Net sales	1,994.8	2,064.6	7,650.2	7,580.4
Cost of goods sold	-1,675.1	-1,731.2	-6,483.1	-6,427.0
<b>Gross profit</b>	<b>319.7</b>	<b>333.4</b>	<b>1,167.1</b>	<b>1,153.4</b>
Selling expenses	-138.8	-124.5	-497.8	-512.0
Administrative expenses	-46.5	-32.6	-156.4	-170.4
Other operating revenue and expenses	1.0	-3.0	-3.0	1.0
<b>Operating profit</b>	<b>135.4</b>	<b>173.3</b>	<b>509.9</b>	<b>472.0</b>
Financial items	-8.1	-0.7	-23.0	-30.4
<b>Profit before tax</b>	<b>127.3</b>	<b>172.6</b>	<b>486.9</b>	<b>441.6</b>
Tax	-33.8	-46.4	-134.0	-121.4
<b>Profit for the period</b>	<b>93.5</b>	<b>126.2</b>	<b>352.9</b>	<b>320.2</b>
Amortization of intangible assets	1.0	0.4	1.8	2.4
Depreciation of tangible assets	11.0	9.0	40.1	42.1
Earnings per share	1.87	2.52	7.06	6.41
Earnings per share after dilution	1.87	2.52	7.06	6.41

## Condensed consolidated balance sheet

(SEKM)	2008 Mar 31	2007 Mar 31	2007 Dec 31
Goodwill	574.0	543.0	544.5
Other intangible assets	29.4	5.6	4.5
Tangible assets	252.1	226.7	248.1
Financial assets	2.1	1.9	2.1
Deferred tax assets	5.7	1.8	4.2
<b>Total fixed assets</b>	<b>863.3</b>	<b>779.0</b>	<b>803.4</b>
Inventories	894.2	1,090.2	942.6
Trade receivables	970.5	1,095.2	690.9
Other operating receivables	66.0	41.9	67.8
Cash and cash equivalents	262.9	295.0	258.5
Assets held for sale	89.2	-	86.8
<b>Total current assets</b>	<b>2,282.8</b>	<b>2,522.3</b>	<b>2,046.6</b>
<b>Total assets</b>	<b>3,146.1</b>	<b>3,301.3</b>	<b>2,850.0</b>
<b>Equity</b>	<b>941.9</b>	<b>796.1</b>	<b>848.9</b>
Long-term interest-bearing liabilities	838.4	847.0	840.3
Provisions	1.1	1.5	1.0
Deferred tax liability	75.6	70.2	71.5
<b>Total long-term liabilities</b>	<b>915.1</b>	<b>918.7</b>	<b>912.8</b>
Current interest-bearing liabilities	50.1	13.0	13.1
Trade payables	927.0	1,188.7	743.2
Other current liabilities	249.3	358.6	274.4
Other current provisions	16.8	26.2	16.7
Liabilities associated with assets held for sale	45.9	-	40.9
<b>Total current liabilities</b>	<b>1,289.1</b>	<b>1,586.5</b>	<b>1,088.3</b>
<b>Total equity and liabilities</b>	<b>3,146.1</b>	<b>3,301.3</b>	<b>2,850.0</b>

## Condensed consolidated cash flow statement

(SEKM)	2008 Jan-Mar	2007 Jan-Mar	2007 Full year	Rolling 12 months
Profit before tax	127.3	172.6	486.9	441.6
Adjustment for non-cash items	1.2	-5.8	24.5	31.5
Income tax paid	-101.6	-18.8	-142.3	-225.1
Change in working capital	31.9	-140.1	-153.9	18.1
<b>Cash flow from operating activities</b>	<b>58.8</b>	<b>7.9</b>	<b>215.2</b>	<b>266.1</b>
Capital expenditure in intangible assets	-5.9	-0.5	-0.7	-6.1
Capital expenditure in tangible assets	-7.5	-7.3	-60.7	-60.9
Acquisitions of subsidiaries	-38.3	-	-	-38.3
Other cash flow from investing activities	1.1	1.7	3.5	2.9
<b>Cash flow from investing activities</b>	<b>-50.6</b>	<b>-6.1</b>	<b>-57.9</b>	<b>-102.4</b>
<b>Cash flow from financing activities</b>	<b>-4.0</b>	<b>-0.2</b>	<b>-195.7</b>	<b>-199.5</b>
<b>Cash flow for the period</b>	<b>4.2</b>	<b>1.6</b>	<b>-38.4</b>	<b>-35.8</b>
Exchange rate difference in cash and cash equivalents	0.2	4.1	7.6	3.7
<b>Change in cash and cash equivalents</b>	<b>4.4</b>	<b>5.7</b>	<b>-30.8</b>	<b>-32.1</b>

## Condensed statement of changes in equity

(SEKM)	2008 Jan-Mar	2007 Jan-Mar	2007 Full year	Rolling 12 months
<b>Equity at beginning of period</b>	<b>848.9</b>	<b>664.2</b>	<b>664.2</b>	<b>796.1</b>
Effect of changed accounting principles	-	-	-	-
<b>Adjusted equity at beginning of period</b>	<b>848.9</b>	<b>664.2</b>	<b>664.2</b>	<b>796.1</b>
Translation differences	-3.6	13.8	26.9	9.6
Hedging of net investments in foreign subsidiaries after tax	2.4	-8.1	-12.3	-1.9
<b>Total equity after changes in assets value recognized directly in equity excluding transactions with owners</b>	<b>847.7</b>	<b>669.9</b>	<b>678.8</b>	<b>803.8</b>
Profit for the period	93.5	126.2	352.9	320.2
<b>Total equity after changes in net asset value excluding transactions with owners</b>	<b>941.2</b>	<b>796.1</b>	<b>1,031.7</b>	<b>1,124.0</b>
Dividend	-	-	-175.0	-175.0
Acquisition of treasury shares	-	-	-9.4	-9.4
Share Savings Scheme	0.7	-	1.6	2.3
<b>Equity at end of period</b>	<b>941.9</b>	<b>796.1</b>	<b>848.9</b>	<b>941.9</b>

## Segment reporting

### Net sales per segment

(SEKM)	2008 Jan-Mar	2007 Jan-Mar	2007 Full year	Rolling 12 months
Sweden	978.1	1,124.2	4,071.9	3,925.8
Finland	776.2	811.5	2,999.4	2,964.1
CEE	275.9	189.1	779.7	866.5
Parent company and consolidated items	-35.4	-60.2	-200.8	-176.0
<b>Group</b>	<b>1,994.8</b>	<b>2,064.6</b>	<b>7,650.2</b>	<b>7,580.4</b>

### EBITA per segment

(SEKM)	2008 Jan-Mar	2007 Jan-Mar	2007 Full year	Rolling 12 months
Sweden	69.6	95.0	309.6	284.2
Finland	68.7	75.9	226.7	219.5
CEE	4.2	4.2	9.1	9.1
Parent company and consolidated items	-6.1	-1.4	-33.7	-38.4
<b>Group</b>	<b>136.4</b>	<b>173.7</b>	<b>511.7</b>	<b>474.4</b>

### Depreciation per segment

(SEKM)	2008 Jan-Mar	2007 Jan-Mar	2007 Full year	Rolling 12 months
Sweden	5.0	3.8	19.3	20.5
Finland	5.4	4.8	19.3	19.9
CEE	1.5	0.8	3.2	3.9
Parent company and consolidated items	0.1	0.0	0.1	0.2
<b>Group</b>	<b>12.0</b>	<b>9.4</b>	<b>41.9</b>	<b>44.5</b>

### Capital expenditure per segment

(SEKM)	2008 Jan-Mar	2007 Jan-Mar	2007 Full year	Rolling 12 months
Sweden	2.3	4.8	23.5	21.0
Finland	5.8	2.4	31.6	35.0
CEE	46.0	0.7	7.2	52.5
Parent company and consolidated items	5.9	0.0	0.5	6.4
<b>Group</b>	<b>60.0</b>	<b>7.9</b>	<b>62.8</b>	<b>114.9</b>

## Condensed parent company income statement

(SEKM)	2008 Jan-Mar	2007 Jan-Mar	2007 Full year	Rolling 12 months
Net sales	9.1	6.3	16.2	19.0
Administrative expenses	-18.7	-8.0	-52.5	-63.2
<b>Operating profit</b>	<b>-9.6</b>	<b>-1.7</b>	<b>-36.3</b>	<b>-44.3</b>
Financial items	170.8	-13.4	131.0	315.2
<b>Profit before tax</b>	<b>161.2</b>	<b>-15.1</b>	<b>94.7</b>	<b>271.0</b>
Tax	3.4	4.2	20.5	19.7
<b>Profit for the period</b>	<b>164.6</b>	<b>-10.9</b>	<b>115.2</b>	<b>290.7</b>

## Condensed parent company balance sheet

(SEKM)	2008 Mar 31	2007 Mar 31	2007 Dec 31
Intangible assets	5.9	-	-
Tangible assets	0.7	0.3	0.7
Financial assets	1,100.6	1,039.5	1,054.6
Interest-bearing receivables, group companies	13.3	15.1	8.5
Deferred tax assets	0.4	-	0.2
<b>Total fixed assets</b>	<b>1,120.9</b>	<b>1,054.9</b>	<b>1,064.0</b>
Current interest-bearing receivables, group companies	273.3	221.8	111.0
Receivables, group companies	16.7	26.9	247.5
Other operating receivables	12.5	8.0	15.9
Cash and cash equivalents	222.8	150.6	200.0
<b>Total current assets</b>	<b>525.3</b>	<b>407.3</b>	<b>574.4</b>
<b>Total assets</b>	<b>1,646.2</b>	<b>1,462.2</b>	<b>1,638.4</b>
<b>Equity</b>	<b>748.0</b>	<b>581.9</b>	<b>582.8</b>
Other long-term interest-bearing liabilities	819.8	829.2	823.3
Provisions	0.2	-	0.1
<b>Total long-term liabilities</b>	<b>820.0</b>	<b>829.2</b>	<b>823.4</b>
Current interest-bearing liabilities	12.1	11.9	12.1
Current interest-bearing liabilities, group companies	48.3	22.4	198.6
Trade payables	5.0	2.7	7.9
Liabilities to group companies	5.5	2.8	1.4
Other current liabilities	7.3	11.3	12.2
<b>Total current liabilities</b>	<b>78.2</b>	<b>51.1</b>	<b>232.2</b>
<b>Total equity and liabilities</b>	<b>1,646.2</b>	<b>1,462.2</b>	<b>1,638.4</b>

### Pledged assets and contingent liabilities - parent company

(SEKM)	2008 Mar 31	2007 Mar 31	2007 Dec 31
<b>Pledged assets</b>	<b>1,227.8</b>	<b>1,225.5</b>	<b>1,229.4</b>
<b>Contingent liabilities</b>	<b>17.6</b>	<b>19.2</b>	<b>27.9</b>

## Note 1 Related party transactions

The parent company has had the following related party transactions

Related party	Period	Sales of services	Purchases of services	Interest income	Interest expense	Dividend Received (+)/ or paid (-)	Claims on related parties on balance day	Debt to related parties on balance day
Nordic Capital funds <sup>1)</sup>	Jan-Mar 2008	-	-	-	-	-	-	-
	Jan-Mar 2007	-	-	-	-	-	-	-
Subsidiaries	Jan-Mar 2008	9.1	-2.2	5.0	-3.8	172.9	303.3	53.8
	Jan-Mar 2007	6.3	-0.9	2.7	-2.2	-	263.8	25.2

1) During 2006 and until June 30, 2007, Nordic Capital funds owned shares through BE Group Holding AB. The shares were subsequently owned by BE Investcom Luxembourg S.a.r.l. until October 1, when the shares were acquired by Trenor Holding Limited, Jersey.

No director or key management personnel has now or in the past had any direct or indirect participation in any business transactions between the individual and the Company that are or were unusual in nature with regard to terms and conditions. The Group has not extended loans, provided warranties, or provided financial guarantees for any director or key management personnel.

## Key data

(SEKM unless otherwise stated)	2008 Jan-Mar	2007 Jan-Mar	2007 Full year	Rolling 12 months
<b>Earnings measurements</b>				
EBITA	136.4	173.7	511.7	474.4
<b>Margin measurements</b>				
Gross margin	16.0%	16.1%	15.3%	15.2%
EBITA margin	6.8%	8.4%	6.7%	6.3%
Operating margin	6.8%	8.4%	6.7%	6.2%
<b>Capital structure</b>				
Net debt	623.5	563.1	592.8	623.5
Net debt/equity ratio	66.2%	70.7%	69.8%	66.2%
Working capital (average)	761.9	614.8	734.7	783.9
Operating capital (average)	1,503.5	1,289.9	1,421.1	1,490.0
Operating capital (excluding intangible assets) (average)	927.3	742.8	873.7	931.1
Working capital tied-up	9.5%	7.4%	9.6%	10.3%
<b>Return</b>				
Return on operating capital (%)	36.0%	53.7%	35.9%	31.7%
Return on operating capital (excluding intangible assets) (%)	58.7%	93.6%	58.6%	50.9%
Return on equity (%)	41.7%	69.1%	46.1%	39.0%
<b>Per share data</b>				
Earnings per share (SEK)	1.87	2.52	7.06	6.41
Earnings per share after dilution (SEK)	1.87	2.52	7.06	6.41
Equity per share (SEK)	18.88	15.92	17.02	18.88
Equity per share after dilution (SEK)	18.88	15.92	17.02	18.88
Cash flow from operating activities per share (SEK)	1.18	0.16	4.31	5.33
Shares outstanding at period end (thousands)	49,880	50,000	49,880	49,880
Shares outstanding at period end after dilution (thousands)	49,880	50,000	49,880	49,880
Average number of shares (thousands)	49,880	50,000	49,967	49,937
Average number of shares after dilution (thousands)	49,880	50,000	49,967	49,937
<b>Other</b>				
Average number of employees	983	926	940	957

## Supplementary disclosures

(SEKM)	2008 Jan-Mar	2007 Jan-Mar	2007 Full year	Rolling 12 months
<b>Growth</b>				
Sales growth	-3.4%	33.9%	14.5%	4.7%
- organic tonnage growth	-1.6%	13.4%	1.1%	-2.6%
- price and mix changes	-4.9%	21.4%	13.3%	6.7%
- currency effects	1.4%	-0.9%	0.1%	0.6%
- acquisitions	1.7%	-	-	0.5%
<b>Adjusted earnings measurements</b>				
Underlying EBITA	143.2	167.0	551.9	528.1
<b>Adjusted margin measurements</b>				
Underlying gross margin	16.4%	15.8%	15.8%	15.9%
Underlying EBITA margin	7.2%	8.1%	7.2%	7.0%
<b>Adjusted return</b>				
Underlying return on operating capital (excluding intangible assets)	61.6%	89.9%	63.2%	56.7%
<b>Adjusted per share data</b>				
Underlying earnings per share (SEK)	1.97	2.43	7.58	6.72
Underlying earnings per share after dilution (SEK)	1.97	2.43	7.58	6.72
<b>Adjusted capital structure</b>				
Net debt/underlying EBITDA (multiple)	1.0	0.8	1.0	1.1
<b>Other</b>				
Inventory gains and losses	-6.8	6.7	-40.2	-53.7
Shipped tonnage (thousands of tonnes)	172.2	169.5	617.1	619.8
Average sales prices (SEK/kg)	11.58	12.18	12.40	12.23

### Underlying EBITA per segment<sup>1</sup>

(SEKM)	2008 Jan-Mar	2007 Jan-Mar	2007 Full year	Rolling 12 months
Sweden	72.1	91.9	327.3	307.5
Finland	74.7	74.0	248.6	249.3
CEE	2.4	2.5	9.7	9.6
Parent company and consolidated items	-6.0	-1.4	-33.7	-38.3
<b>Group</b>	<b>143.2</b>	<b>167.0</b>	<b>551.9</b>	<b>528.1</b>

1) EBITA adjusted for inventory gains and losses and exceptional items. Inventory gains and losses are the differences between the cost of goods sold at historical cost and the cost of good sold valued at replacement cost. The company's internal model is used to calculate inventory gains and losses.

# Definitions of key data

## SUPPLEMENTARY DISCLOSURES

### Growth

Sales growth	Change from the preceding period as a percentage of net sales.
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### Adjusted growth

Underlying sales growth	Change in net sales from operations since the comparative period, measured as a percentage and adjusted for changes in market prices and currency effects.
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### Adjusted earnings measurements

Underlying EBITA	EBITA before exceptional items adjusted for inventory gains and losses (deductions for gains and additions for losses).
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### Adjusted margin measurements

Underlying gross margin	Underlying gross profit as a percentage of net sales. The underlying gross profit is the reported gross profit adjusted for inventory gains and losses (deductions for gains and additions for losses).
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Underlying EBITA margin	Underlying EBITA as a percentage of net sales. Underlying EBITA is EBITA before exceptional items and adjusted for inventory gains and losses (deductions for gains and additions for losses).
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### Adjusted return

Underlying return on operating capital (excluding intangible assets)	Annualized underlying EBITA as a percentage of average operating capital excluding goodwill and other intangible assets. Underlying EBITA is EBITA before exceptional items and adjusted for gains and losses (deductions for gains and additions for losses). EBITA is operating profit before amortization of intangible assets.
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### Adjusted per share data

Underlying earnings per share (SEK)	Profit for the period before exceptional items adjusted for inventory gains and losses (deductions for gains and additions for losses) and including the tax effect of the adjustments divided by the average number of shares during the period.
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Underlying earnings per share after dilution (SEK)	Profit for the period before exceptional items adjusted for inventory gains and losses (deductions for gains and additions for losses) and including the tax effect of the adjustments divided by the average number of shares after dilution during the period.
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### Adjusted capital structure

Net debt/underlying EBITDA	Annualized net debt divided by underlying EBITDA. Underlying EBITDA is EBITDA before exceptional items and adjusted for gains and losses (deductions for gains and additions for losses). EBITDA is operating profit before amortization.
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### Other

Inventory gains and losses	The difference between the cost of goods sold at acquisition value and the cost of goods sold where the goods have been valued at replacement price.
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**Please refer to the 2007 annual report for other definitions of key data.**